

# Exhibit A

Volume 2

Pages 195 - 357

UNITED STATES DISTRICT COURT

NORTHERN DISTRICT OF CALIFORNIA

BEFORE THE HONORABLE SUSAN ILLSTON, JUDGE

IN RE: TFT-LCD (FLAT-PANEL) )  
ANTITRUST LITIGATION. ) NO. C 07-MDL-1827 SI

San Francisco, California  
Tuesday  
July 23, 2013  
8:23 a.m.

TRANSCRIPT OF PROCEEDINGS

APPEARANCES:

For Best Buy Plaintiffs:

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JASON SHEFFIELD ANGELL, ESQ.  
JESSICA NICOLE LEAL, ESQ.

(Appearances continued, next page)

1 (Document displayed)

2 **MR. CURRAN:** Best Buy, in fact, far beyond what the  
3 consumer sees, Best Buy has -- and you will hear a lot about  
4 this -- a very sophisticated competitive intelligence unit  
5 devoted to gathering information about Best Buy's competitors.  
6 Just like the Toshiba folks have. Except, by a multiple.

7 The next slide --

8 (Document displayed)

9 **MR. CURRAN:** -- shows the targets of Best Buy's  
10 competitive intelligence. Circuit City in the middle on the  
11 top, they were the prime competitor of Best Buy during this  
12 relevant period.

13 The next slide.

14 (Document displayed)

15 **MR. CURRAN:** Best Buy had, according to Mr. Britton,  
16 the gentleman whose picture we showed a minute ago, had 172  
17 field agents in 1999 devoted to gathering information about  
18 competitors like Circuit City, and then they distributed the  
19 information they found to thousands of Best Buy employees.

20 The next slide.

21 (Document displayed)

22 **MR. CURRAN:** This shows an example of Best Buy's  
23 information gathering. This is authored by Mr. Britton, the  
24 head of the competitive intelligence unit. It reports to a  
25 group of colleagues about information about Circuit City's home